FASHIONS FROM FRANCE

England's New Queen Has Set the Style in Hair Dressing.

The Little Daughters of the Rich Will Go Through the Summer as Radiant as Cherubs in Spotless White - Picturesque Suggestions.

PARIS. April 11.—The reign of the low-chignon, so long predicted, has come at last, and it has been generally adopted, although some women of rashion are still refunders.

The accession of the Princess of Water to the throne of England will be the sig-nal for its consecration. Everyone is aware that the new Queen of England has for many years previously intopted this style, and mea matter of fact, invercigal can impose upon their subjects their style of dressing the hair, as well as fashion in other research. One can recall to mind the long may as worn by brancole 1, the advent of the way with Louis XIV, the buly beir under Marie Automette, the Greek siyle of wearing the bair that came Greek siyle of wearing the hair that came into favor with the Emerous Jenephine, the bandeaux and dust papers imposed by the Emerous Empanie. All these wars were adopted by the women of fashion of their respective periods.

For the benefit of my readers I will record the results of several visits I have bid to hairdressers shops:

On the facilitation of the condition of their periods of the state of the several visits I have bid to hairdressers shops:

there was a general tendency to a low confure, with the chignon on the nape of the neck, recalling to mind the etyle of the Second Emptre. Broad, soft waves are now being con

structed into light paffy bandeaux, which in no way change the usual aspect of the face. The chignon is worn extremely low and is composed of soft treases (frequently false), in which for the greating garlamis of slowers are interspersed. style is very becoming and very young Sometimes, even the flowers full over the ness. This, it appears, is a step in the direction of the carls and "anginises" wore by the mothers and grandmothers

wore by the mothers and grandmeters of the present generation.

At Dondel's I was assured that, although all girls have now adopted the low colffure, there are many women whose resistance it is very difficult to overcome. Here also I admired the speaking models of hairdressing, which will obtain the suffrages of a good many women who have not yet made up their minds. Here also, waving, in all its minds. Here, also, waving, in all its grace, is respected. Moreover, combined with modern hygiene for the hair, which has become so much more general it recent years, the natural color of the hair has been resumed, and dyeing kept in reserve as the last resource for hiding

grey hair.

The return of the low coffure brings about a great change in the ornamenting of the hair. I therefore paid a visit to Mrno. Camille Erouillet, who has made a special feature of this department-piquet, flowers, etc., for the hair, usually in har-mony with the parlands of flowers which

bition caused to bloom in all the windows of the specialists.

Muslin flowers are the most stylish. Small pompon ruses, evoking the wattening period, are usually preferred by girls, in they wreaths, surrounding the chignon, and garlands falling in cascades over the corage and forming epaulettes. The empire disease, so much worn this season, have brought in flower triminings for the bust, breaking to some extent the stiffness of the line, garlands of fuchsin, mixed with maleculair form, for instance; reses mixed with like, hasturthum, etc.

Gold roses appear to have had their day. When bright colored flowers are no longer worn ladies take for choice mercury wings in spangled tulle or wreaths in the 'ceres' style, in spangled follege.

All these flowers are made at present in very subdued colors, with follage in the same class of flowers, in soft and extinct shades, will be found, moreover, upon spring hats.

No one can escape the law of fashion, and even little children—boys and girls—

extinct shades, will be found, moreover, upon spring hats.

No one can escape the law of fashion, and even little children—boys and girls—have to submit to the same charming but everchatning caprices of those which rule the esthetic destinies of their mothers. Novertheless, the one thing that is unchangeable is the filly whiteness in which it is the custom to clothe the little cherules during their earliest years.

I have admired the models designed by the Malison Girsund, which are exquisite in their special style and so attractive that one would gladly prolong as fair as possible the delightfully pure days of infancy, of which the livery of white appears to be the emblem.

I notice with pleasure that children's dresses, unlike those of their mothers.

dresses, unlike those of their mothers, are getting shorter every season. Their ridiculous length a few years ago made the wearers look like grandmothers, of like the comic heroines of Kate Greenaway. They are now shortened to the knee, showing the pearly white calves, is not a dress of frilied natusook, cut with rows of Irish guipore insertion, exquisite in its diaphanous whiteness, with its four point collar forming a soft yoke and its half-length sleeves, and with a colored ribban marking the line of the biouse cornage that negligently on one side?

colored robust marking to one of the blouse robusts of the blouse robusts of the health of the sign had been berrowed from a dainty end English engraving; the empty corsage, which is imitated by small pleans graduated; the little round cut desolete formed by a Marie Antoinette fichu, with a rosette of plack comet ribbon in the front. The lower part of the dross is entanented with a festion of embroidery. Another, also very simple, is fascinating by its old-time outline. It is cut in the fourteau style, and very closely adjusted in the upper part by gores and continued in the upper part by gores and continued to fourteau style, and very closely adjusted in the upper part by gores and continued for the upper part by gores and continued for the upper part by gores and continued for hybrid and simplicity.

This enumeration, however, must be limited, for however much I might enter into details, I should never succeed in conveying the impressions of light and alry grace sugressed by these little mante that is exquisitely suggestive. It is a tiny three-quarter paletet of white mainsook over a sky blue ground; the lower part, which is rounded, is edged with narrow Valencientes. Three rows of insertion, baind follow the same movement, and a large round colar, also increased endirelse the upper part, which fasten with a ribbon bow. The sleeves, which are very wide and very ornate, are exquisite.

For the moment, silk for infants' dresses a completely set aside, and time tri umphs all slong the ling in its snow; whiteness, without the aid of silk, every the complete of the set of t

in the trimmings.
But alas' the snow white days of in-fancy are fuglise, and one cannot dwell upon them forever.

ferent ages, which will give an idea of their charm;

For a little girl seven years of age, a dress of pink surah, with thy shaped founces all around the lestion, and ruches of motive-line do sole to match. The upper part of the dress is trimined in similar style, headed with rosettes of pink mousseline de sole, and a scarf of the material around the waist.

This costume is for a girl nine years of age, it is made of red louisine, a most useful material, and is sun pleated all ever, with a year of Chiny suitpure and sherees with cuffs and parts of Chiny lace and small wristhands.

This costume is for a girl of thirteen, it is in the tuilor-made style, and is of cru linen. The skirt is craumented round the bettom with a Greek pattern in white pining cord. The bolero, which is very short, is trimmed in the same style. It opens ever a blouse of English emilroidery. The waisthand is of gree grain silk, fastened with a silver bockle.

She Saw the Woman

Detective-Did you see a man and we man driving past here in a degeart about an hour ago? Mrs. Blank-Yes.

Them? What kind of a horse was it? "They were driving so fast I didn't no-tice that. But the woman had on a Scotch muhair and won jacket of turquoise blue, last year's style, with stitched lines, a white pique skirt with deep circular flounce, a satin straw hat, tilted and rather flat, trimmed with hydrangeas and loops of pale blue surah, and her hair was done up pompadour, That's all I had time to see,"—Tit-Hits.

RAIN A BEAUTIFIER.

An English Woman's Recipe for a Peachy Complexion.

Ingredients-One nice drizzly or misty day which nature will provide in plenty this menth; one good country road, which can be secured for a 5-cent car fare; one pair of easy shoes. light rabbers, a golf skirt, a comfortable rain coat, and go out for a walk.

The considering the question—which seems to be again interesting a number of persons—of the relative success of men and women in business, one important fact should be emphasized. Men have the great advantage that the business instinct is un inheritance with them. Generations Take one hour for it, anyway; two if of business men have had their influence

THE BUSINESS INSTINCT. Women Have to Acquire What Man Has Inherited.

In considering the question-which



This tailor-made costume is of Parma violet cloth. The bolero is short, and the yeaks formed of stablesques cut out in manye cloth over manye silk to match. It is fastened with loops of black velvet, with gold tags. The waistband and wristbands are also made of rows of narrow black velvet set close together.

The skirt, which is very flat in the upper part, is made with an apron, and from each side of the apron starts a frilled flounce, headed by a band of embroidery in Parma violet silk upon black velvet.

flowers, etc., for the hair, usually in har-flowers, etc., for the hair, usually in har-face and rub it with a towel before and the dresses on view at last year's exhi-bition caused to bloom in all the windows of the averlaists.

he all the better for the exercise you've taken. That's part of the cure.

"You see, it's as ulain as the nose on your face. American women envy the poor Irish and Scotch servant giris who come over here with red cheeks and clear complexions, and yet they themselves spend most of every twenty-four hours for six months in the year in rooms heated by hot air and wonder why they don't have a complexion like Bridget's.

"When they go out they ride in a heated car. They have hot his cuits and ice water for hrankfast, drink more lee water throughout the day, yet when they go out are ever so careful that a little good wholesome rain water doesn't touch the faces.

faces.

'In summer it's a little better, but the air is dried then. Now look at the difference in the life of Kate and Mary and Bridget in their maive heath. In the first place, the air is nearly always moist and cool, and it rains or is misty-foggy you might call it—two days out of three for nine mouths in the year.

you have good legs, and walk-just walk. to create in the sex a natural gravita-"How about taking cold." enquires the dealy strikes out for himself. It is what houghtful. But no parent thoughtful.

Bosh, responds the English woman when thus questioned by a writer in the 'Philadelphia Telegraph, 'Follow my directions and don't stand around, and you wen't take cold. On the costrary, you'll be all the bester for the exercise you've taken. That's part of the cure.

This father did before him. But no parent expects his daughter to have this skill in water by the same sort of natural selection. In one of the Sandwich Islands, however, infants, girls and boys alike, are put into the water in their rush baskets when they are a few days old. They sleep and play in the lapping waves, and both sexes can swim by the time and both sexes can swim by the time American babies can walk. So the busi-ness instinct may come in time to be a birthright of women, but as yet it is not. To paraphrase an oft-quoted couplet;

Business is to woman's life a thing apart "Tis man's complete existence.

Any career in the business world is still Any career in the business world is still abnormal and difficult for a woman, and success is hardly gained. Heccutly a woman who has won and held for some years a high place in the newspaper world, and who is eften quoted as a woman of remarkable poise and hidgment, told a friend confidentially that she never turned the knob of the office door without a fluttering of the heart that cost her an effort to subdue. "I suppose, she went on, "it is because I lack the confidence born of training and long experience." And an editor of one of the big New York dislites, a man, showed his appreciation of this point in his reply to for nine mouths in the year,
"Kate and Bridget probably worked out doors in the fields. Whether they did or not they weren't slaves to umbrellas and while American women take a car to go three blocks they would walk three miles with them in many ways. They are faith-



A charming dress of blue slik crepon (by Beer). The cersage is made of blue mousseline de sole in small picats, with incrustations of cream gulpure and stars of blue taffetas. The walstband is of white ribbon, striped with black slik and gold, the ends on either side giving the effect of a habit. The skirt is very long, very wide at the bottom, and made in small pleats leaving only a flat aprom in front. It is erramented round the bottom with stars composed of taffetas on the cross. The sleeves are half length finished off with bands on the cross, and puffs of white mousseline de sole.

and think nothing about it. In winter in the house they have an open fire in the kitchen, and the living room, if they have two, and cold bedrooms, so there is no warm, dry air to dry their skin and fade the color in their cheeks.

"Of course, one can't after climatic conditions, but that isn't necessary. If American women would shut off the heat from their bedrooms except when it is really very cold, and walk out when it's good and damn and healthful and let the rain beat on their faces and the moisting some and the healthful and let the rain beat on their faces and the moisting some and the healthful and let far the healthful and let the rain beat on their faces and the moisting some from the variety warm may not always. The wage-carring woman is growing some into their skins they would be all the healthlier and look all the better for it."

American women would shut off the heat from their bedrooms except when it is good and damp and healthful and let the rain heat on their faces and the moisting sould in their faces and the moisting sould in the healthful and let the rain heat on their faces and the moisting sould in the healthful and let the rain heat on their skins they would be all the healthful and look all the better for it.

An Alsutian Proverb.

Here is a nice complimentary Alsatian proverb: "If you would make a pair of good shoes take for the sole the tongue of a woman; it never wears out."

Many more lustiness women will admit the imme experience in some guise or other. It is not heipful, and it is a tax that the coming business woman is grow-ing younger every year, sho is entering upon her work earlier in life, choosing often, like her brother, some field of helps as soon as she has finished her schol astic education. The influence of this fresh, energetic, well-equipped young person must make itself felt in every occupation that she luvades, and we may look to see the coming business woman, is grow-ing younger every year, sho is entering upon her work earlier in life, choosing often, like her brother, some field of helps as soon as she has finished her schol astic education. The influence of this fresh, energetic, well-equipped young person must make itself felt in every occupation, the sole of the bore as soon as she has finished her schol astic education. The influence of this fresh, energetic, well-equipped young person must make the sum at the coming business woman is a tax that the coming business woman is grow-ing younger every year, sho is entering younger every year, sho is entering a proving younger every year, sho is entering to have a soon as she has finished her schol astic education. The influence of this fresh, energetic, well-equipped younger every year, sho is entering to have a like the coming business woman is a tax that the coming business woman is a tax the sum of the proving the same and the same and the same and t

A NEW PHOTOGRAPHIC FAD

The Camera Will Now Take Your Proffle in Silhouette.

The Gentle Art of "Cutting but" One's Friends With Seissors Has Given Way to the Camera That

Pictures Faces Just as They Are. The silhouette has come to life again, after many years. The resurrected shad-owgraph has a halo of novelty in that it is the product of the camera—the cruelly frank camera that is more truthful than the most honest and skillful of hands. The day of scissors, black paper, and saste is as the day of spinning wheel and

ucking stool-gone. The mentle art of "cutting out" one's friends, in the silhouette sense, has yield-ed its place to a trick of the photographer ter that it remained so long undiscovered Perhaps the camera silhouette is a shade less unique than the silhouette of eye and hand, but this is the price of odern mechanical methods.

Then, too, one might rather trust irreg-plar features to the tender mercies and erring hand of a friend than to the cold andor of the camera, which may well have terror for, say, the pretty pouting miss, whose close cropped rose has a sky-ward tilt, the overplamp matron with one, perhaps two, chins too many; or him whose beak and chin are hurrying to meet each other. Yet, if one's vanity an be smothered or made way with in some less violent fashion, these are points that give piquancy to the silhouette. Bereft of eyes, curve of lips, smooth roundness of cheek, stray dimples, and

all those lines that speak to us from the face of the common picture, the silhouette must depend upon the pose for all the character its flat, black profile can beaut. Herein lies the art of the silhouette pho tograph, for it is not wholly barren of possibilities, says an exchange. Careful posing reveals the grace of a shapely throat, the beauty of a well rounded shoulder, the nobility of an arched brow, and shows truly, for artistic good or ill, the strength of nose and chin. The artful oser may temper the truth of the sil-

houstle photograph by veering slightly from a direct profile and tipping the face a little out of plumb.

The camera sithonette has lost nothing of the sharpness of the old scissors and paste variety, and has gained an occasional half-tone, which gives feeling and depth to the picture.

These faint half-tones are particularly effective in the white, or marble silhoustles, which, while no more modern than the sombre black, are in higher favor new than in the earlier day. They have the full grace of a statue.

In black, are full length silhouette is decidedly posterish, a virtue which in this day and time leads on to favor. A girl with an air, a dear picture hat and a pretty foot can grasp her petticoat and step into a silhoustte photograph in a manner decidedly fetching.

The revival of the shadowgraph took place in Chicago, where it has come to be a fad of great and grawing proportions. And from Chicago the fad has creat grally, simultaneously, to the East and West.

The process used is one-that requires

West.

The process used is one-that requires no hand work or blocking in, and for rapidity it rivals the good old that pe, which is finished while you wait.

It takes just about ten minutes from the time you smile and look pleasant until, prestof you may see yourselves as others see you-for only the very vain are well acquainted with their own profiles.

There you are, a deep, black shadow stealing across a ground all white, or the whitest of thin, white ghosts looming up in the gloom.

It is as if, daubed with India ink, you had left your impress on a snowy sheet, which souddenly shrinks to cabinet size. Again, by the photographer's sleight of hand, you seem to be the one bright spot in a dark world—not an unpleasant thing to think, nor yet a hard one for some, at least.

for think, nor yet a half ofer for solar, as least; A well-taken camera silhouette is a seasily recognizable as the ordinary photograph. Its exactness and truth cannot be questioned, and it may have the virtue of being artistle as well as unique. The half-tones of the white silhouette, which are lost in reproduction, give a dedicate transparency which reminds one of a statue done in Parian marble. The life of the fad is a subject for guessing.

ITALIAN SERVANTS.

Could Ours Only Do as the Romans Do.

Mrs. Mand Howe Elliott, in a recenterary meeting of the New England Wo on's Press Association, held in Boston a delightful talk on her life in Rom with her artist husband. She took u that part of housekeeping that specially appeals to American women—the servant and told such an ideal story that more the guests wondered if it were not all a fairy tale.
Could there be a spot on earth where

the servant girl question is not? But Mrs. Elliott said that she paid her cook and her waitress but \$6 a mouth each, and she declared "they take such care o you, the dear things," Besides, they have you, the dear things." Besides, they have
the greatest faith in one; they never
stand out for their rights, they never
even think of them, but trust in one's
generosity to give them what is their due.
It is all quite patriarchal and so different from anything we have in this
country. They confide to one all their
little love affairs and, all their family
matters, and they will set up half the
hight to take care of one and then go
right to work the next merriling without
making a bit of fuss. One cannot help
loving them.

Mrs. Elliott described her home in
Rome, from whose terrace she could see
the famous square of St. Peters, and all
the processions that enter and issue from
that famous edifice. A notable procession
was that on Sundays, when the host
is borne through the streets—a concession to the Church made recently by the
Government.
It is carried by a priest, who marches

sion to the Church made recently by the Government.

It is carried by a priest, who marches beheath a camppy, accompanied by a long line of singing priests. The procession is led by a number of little girls, dressed in white, who scatter flowers along the way. The funerals are also very splendid.

Mrs. Elbott also described various ournings to places famous in story and in song.

She Paints Church Windows.

Miles Marie Herndl, a young artist re-siding in Milwankes, has won netions reputation and is fast winning wealth, in a new field of effort. Ther specialty is ornamental church windows of colores glass. First a sketch is made of the seconds to be depleted by the finished window Next a complete drawing is made, and then the glass is made ready to receiv the colors and figures. These enters are burned into the glass is a large oven, the work done by Miss-Herndi herself. At the present time she is working up

At the present time she is working up-six windows for the chapet of St. Pran-cis Seminary. This work she commenced a year and a half sigo, and she is now completing the fifth window. The sati-jects for the windows are "The Good Shepherd." (Christ, and, His Disciples, "Birth of Christ," House of Nazareth, and Martha and "The Crown of

Mary and Martha, and The Crown of horis.

"Well, you see, I was born in Munich," he said, rising from in from of the drawes of "Mary and Martha," into which he was just phelong the figures for the hard floor. "I showed artistle talent, it ems, so my parents sout me to the artifold at Manich. If I had been bornere I would probably never have been fat. They have such funny ideas in this auntry about what a child ought to adv. After I completed my course of addes I took an advan ed ourse under of Herdrich. Next I studied the kind work which I am now doing under Dieter Zettler of the Royal Art Institute Manich.

rector Zettler of the Royal Art Institute
of Munich.

Miss Hernoll labored for some time in
her own country before going to New
York. There she did some fine portrait
work and also designed windows for some
of the best residences of that cit. Next
she went to the World's Fair and reserved
a medal and a diploma for the work she
exhibited there. Her principal exholt
was an immense window, if feet high and
6 feet broad.

Miss Hernoll went to Milwaukee in 1889
and her work has met with nothing but
praise at the hands of the critics.

THE REASON WHY.

Eyes Get Crooked.

The other day a woman, calling for adforts to see the back of her head in the and opinions than individuals belonging

THE TIME OF TAURUS. One Doctor Knows Why Women's Were You Born at This Time

the Yeart Astrologically considered, the constella tions Taurus, Virgo, and Capricorn gov vice concerning her falling eyesight at the tions Taurus, Virgo, and Capricorn gov office of an oculist, took up a looking ern the three earth signs. Persons bor gians about the size of a half-dollar and while an earth constellation reigns are began to twist her neck about in her ef-



The above cut represents a stylish outdoor dress of cinnamon colored China creps. The corselet skirt is set in by means of a piece of black ribbon velvet, crossed in front, and attached at the side by a rosette with hanging ends. The corsage is of cinnamon colored slik, pleated all over, and over it is a short bolero of cream colored guipure, with short turn up sleeves and broad lapels, showing an "amadis" of mousseline de sois.

Then by degrees I drew from her the information that she had a little male around at the base of her right car and a trying to doctor the blemish she would oil her even till the of trying to doctor the memish she would old her eyes till the pupils were almost

iarge mirror behind her. The eye specialist watched her with lowering brows.

"It is a wonder to me," he said, "that half the women in the land are not crosseyed. The contortions to which they subject the muscles of the eyes in their efforts to see themselves as others see them are something awful.

"If an acrobat on the stage would perform with his limbs the feats that the average woman does with her eyes, day after day he would be advertised as a marvel of agility. But he couldn't do it. He couldn't stand it.

"And the women are not going to stand it always, either. They are bound to pay the penalty of their abnormal optical exercise some time. It isn't matural for the eyes to be pulled and hanled from right to left and turned inside out every time a woman puts on her hat to go to the meat market, and they're going to make her suffer for the unnecessary strain put upon them. Only yesterday I had a patient who put up a most putfill wail about the condition of her eyes.

"They don't seem straight any more, she said. They give an observer the impression that I am looking seventsen ways for Samday at one time."

"Yes, said I, and they will continue to look as and even worse if you don't quit rolling them about."

"How do you know I roll them about" she asked.

"Nothing clse would make them so crooked, I said.

"Then by degrees I drew from her the information that she had a little male around at the base of her right ear and times and the right of well of the promote the birth of the land unities of the finer spiritual qualities and the sign of others as superstitions and at the same time they themselves need most to desire for the united that the couldn't do it.

Then had turned inside out every time a wooman puts on her hat to go to the meat market, and they're going to make her suffer for the unnecessary strain put upon them. Only yesterday I had a patient who put up a most potified wait about the condition of her eyes.

"They don't seem straight any more, she said. They do you know I roll them so do the put to

of others as superstitions, and at the same time they themselves need most to de-velop their own spiritual qualities and in-tuitions in order to bring out their high-est, greatest power.

Marriages between Taurus people and

This cut illustrates a modish calling gown of grey cloth with bodice effects in sitver chiffon. A ruching of cloud grey silk forms a pointed trimming on the skirt and edges the lapels of the vest and sleeves. The hat is of grey chiffen and cool green leaves.

ost in her head. And then she wondered the ker eyes were crooked.

"If I and he way I'd smash half the and glasses in the country, especially how little pocket chitions that necessitate twisting the eyes half out of their orkets to see the desired part of the head of free. I suppose it is quite natural for large and productive of the best results. not in her hend. And then she wondered why her eyes were crocked.

"If I had my way I'd smash half the mind glasses in the country, especially have little pocket editions that recessing twisting the eyes half out of their ockets to see the desired part of the head and face. I suppose it is quite natural for a woman to want to take a look at her week hair before going on the atreet, but usitic to her eyes demands that her rand marror he considerably bigger than a lo-cent piece."

The First of Her Kind.

is undoubtedly Princess Louise (Duches of Argylly, whose status of the Queen was unveiled shortly before the Queen's death. Londoners may see another exam Mrs. Caroline M. Parker, the first newspaper woman of the West, is spend-ling her old age at Los Angeles surround-ed by every comfort that money can pur-chase. She was on the staff of the "San Francisco Post as early as 1872, and aft-erward filled many important positions on other naters. ple of the duchess skill in Kensington Cardens, for under the shadow of what the Queen called her "dear old home" is a marble presentment of Victoria the well beloved as she looked at the time of her accession. The Princess was fifty-three years old on March 18.

A Royal Artist.

The artist of the British royal family

OUR IMPORTED TRESSES

American Women Wear Tons of Foreign Human Hair.

so General Is the Use of False Locks That It Is Hard to Tell Which Is Switch - The Very Best Hair

Comes From Bohemia and Austria, There is more talse halt worn in the United States than in all the rest of the world put together. This isn't because American women are so marvelously ill supplied with their crowning glory, but simply and solely because they have the price to pay for re-enforcing their own

"I saw an announcement the other day," "New York San," that London mer-chants use five tons of human hair an-munity. Humph, There is more than five tons of human hair sold every month here in New York! Of course, that doesn't mean that it all stays in New York if it did every woman in New York would be wearing a Bath him as ing as a leaf of bread in a few years. This city is the distributing point for the whole country, though, and the five tons a month estimate is no exaggeration.

"When it comes to human hair this country is the consumer, never the producer. There's no American hair for sale. There may be isolated cases where a girl or a woman sells her hair, but she doesn't do it unless she is hard up, or unless she wants to have her hair cut for some particular reason; because of severe headaches, for instance. Even when an American woman does cut her hair she doesn't sell it unless very poor. The bulk of the hair supply comes from France, Italy, and Russin, but the very best hair comes from certain provinces in Bohemia and Austria. Germany and Sweden don't furnish much hair for the market, because almost nobody is allowed to cut it. In Germany there are just two men who have the hair-cutting privilege, and they have had it for a couple of hundred years."

That depends on its length, its quality, and its color; most of all on its color. Natural white hair costs most. If you can get hold of some pure white hair can get hold of some pure white hair twenty inches long you can sell it to any jobber for \$15 an ounce. Yes, \$75 an ounce. But I advise you not to sit up nights thinking how you are going to spend the money, for white hair twenty inches long doesn't grow on one head in a million".

"How much is hair worth at whole-

But white hair is common enough." "Grey hair is, but not white hair. In the first place, a woman's hair generally when you have found your white hair there's not likely to be much of it. And even so-called white hair isn't white. It is generally white only at the temples and around the edges. At the ends it is yellowish and toward the neck it is darker, sometimes quite the original col-

darker, sometimes quite the original color. Pure white hair is almost impossible
to find
"Next in value come the extra shades,
such as mouse drab and pink drab and
gendine deep black. Bloode hair doesn't
bring a high price to its wearer, because
we can produce the shades artificially and
the imitation cannot be detected. Of
course, we can dye hair black, but the result is never perfect. Red hair brings a
fairly good price, but we can get plenty
of it.

the imitation cannot be detected. Of course, we can dye hair black, but the result is never perfect. Red hair brings a fairly good price, but we can get piently of it.

"The poorest supply of hair, so far as quality goes, is from Russia. We get a great deal from there, but it is cut from the heads of peasant girls who work in the fields, without hats, in all sorts of weather and whose hair is never cared for—at least not while they wear it.

"That is the trouble with false hair, it is cut in ninety-nine cases out of a hundred from peasant women who live away from civilization and who are absolutely wanting in cleanliness.

"It isn't piensant, is it? But we thoroughly wash and cleanse every bit of hair we handle and the retailer of course does the same. When we get the hair it is tied up just as it was cut from the head. We have to comb it, straighten it cut, sort it into leagths and either seil it in that shape to dealers, who make it up themselves, or make it up ourselves for sale to the small dealers."

"But how about the coat?"

"Oh, yes. Well, we pay \$18 a kilo—that's about two pounds—for ordinary hair. When we have sorted it there is a tood deal which is short, so that we have to seil the sorted lit here is a food deal mure than Bu pound. Extra shades bring higher prices according to their ravity. The weight of an average head of hair isn't more than haif a pound, so you see there so no great money in it for the women who sell their hair. If we pay \$1.50 for half a pound, after all the trouble the first buyer has had, you may be sure he dolln't pay anything like that sum for it.

"That's one reason there's no American hair on the murket. The women over here aren't poor chough. Those who have medium-long half would see you further before they d sell it to you for a few dollars. You go it an Italian peasant girl that never sees the color of money and offer her's or a fire for her hair, and she'd throw you out. It she didn't, her nearest has you for the male relative would.

"That's the reason America is such

chesper to buy the real thing."

"But do you sell much false halr to poor women."

"Well, if it weren't for the poorer women we'd have to go out of business. It ain t the rich wemen that keep the halr business going. Why, count the furnier of swell hair dealers with rich customers. There aren't more than a dozen of them in this city.

"Of course, they get fancy prices for what they sell. If a rich women has confidence in the dealer she'll pay anything for exactly the thing she wants. Well, even supposing the man made 50 on a switch. While he's welling that one switch to the rich woman there are a himster women buying switches from the unfashionable dealer, who is contient with a profit of \$1.0. It's all right. He makes \$10 to the swell dealer's \$2."

"In the first place, because there are so few of them to buy. Another thing, they take care of their hair and keep it letter. And then, too, they care more than the poorer woman does about being caught wearing false hair. They can make a better show with a small amount of hair, tee. They have time to fuss with it, or maids to make the most of it. You see there are a good many reasons."

"It the hair which grows on corpses said and worn?"

"People say so, but I don't believe much in it. I shouldn't think it would be

In the harry watch grown as a discovery was a superson as a superson with the same and the same as a superson with the rest of the body. When a person is sick the air gets sick, too. You take a person ith a fever. Why, the hair has the circ just as much as any other part of the person. It looks sick, and it is sick. Now, I believe the hair on a deal only is just as dead as the besty. I don't sellece it would be good for anything. It wouldn't wear.

The New Leaf Trimming.

One of the latest and smarrest dress doraments is leaf trimming. It recalls be decorations that were in vogue in the the decorations that were in vogue in the carry Victorian era, but there is now probably less stiffness and more grace about the idea than there used to be. The leaves are cut out of panne, velvet cloth, or silk, and are laid one on too of the other quite conventionally. The Napoleonic wreath is a favored motif. It has been made to look exquisite in gold and silver tissue, and so far very few embroideries are put upon the leaves, for their main idea is to suggest just what they are, and not a faneiful kind of embellishment.